



Essential Guide for Selling Your Property

# SELLER'S GUIDE

Realty One Group Sunshine  
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# Leslie Haas

REAL ESTATE AGENT

## I'm Your SRES<sup>®</sup>

Seniors Real Estate Specialist



Leslie Haas, Realtor



@lesliehaasfl

## Hi there!

As a Native Floridian, I've been part of the Sunshine State's growth, from charming hometown Bradenton to the thriving St. Petersburg. 15 years in senior living, with Hospitality to Assisted Living Administrator, honed my empathy, adaptability, and interpersonal skills. St. Pete's local scene and unique neighborhoods captured my heart. Real estate became a calling, nurturing our community's future. I enjoy taking local adventures, biking through scenic routes, and taking care of my fur and plant babies.



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# MEET THE TEAM



**LINDSAY KERVIN**  
**BAXTER TITLE**

Baxter Title Corporation is committed to providing protection of your largest investments through Title Insurance. Whether it's a residential or a commercial investment, Baxter Title is there to provide the most dependable escrow and title services in the industry. We specialize in 1031 Exchanges, Short Sales, Escrow & Trusts.



**JESSICA SMITH**

**TOTAL MORTGAGE SERVICES**

Jess' experience as a teacher has sharpened her attention to detail and communication skills which are invaluable as a local lender. Expertise lies in helping 1st time home buyers navigate the complex process of obtaining a mortgage. Also, Certified divorce lending professional, making the process easier for divorcing homeowners with less stress while saving time and money.



**TARIN QUIGLEY**

**QUIGLEY INSPECTION COMPANY**

Friendly, knowledgeable and experienced property inspection company with the goal to provide quality inspections that not only exceed both industry standards and customer expectations, but allow buyers to make informed decisions and invest in property with confidence.



**ALEXANDRA HIOTAKIS**

**TRANSACTION COORDINATOR**

Alex thoroughly reviews the contract and sends critical dates to all parties in the transaction. She corrects discrepancies on contracts and addenda. Contract all parties to monitor progress of repairs, surveys, lending approval, title commitment, and more prior to closing and ensure all term are satisfied.

# TERMS TO KNOW

## LISTING AGREEMENT

A contract between the seller and the real estate agent, which outlines the terms and conditions of the agent's services to sell the property.

## EQUITY

The difference between the current market value of the property and the outstanding mortgage balance.

## APPRAISAL

An estimate of the value of the property performed by a licensed appraiser to determine its fair market value.

## HOME INSPECTION

A detailed examination of the property by a licensed home inspector to identify any potential issues that could affect the sale or value of the property.

## CONTINGENCY

A condition that must be met in order for the sale to proceed, such as the buyer obtaining financing or the completion of a satisfactory home inspection

## OFFER

A proposal to buy a property, including the price and terms of the sale.

## CLOSING COSTS

Fees associated with the sale of the property, including title search, transfer taxes, attorney fees, and other expenses.

## DISCLOSURE

The seller's obligation to disclose any known defects or issues with the property that could affect its value or safety.

## TITLE

The legal right to own and sell the property, which is conveyed to the buyer at closing.

## DEED

The legal document that transfers ownership of the property from the seller to the buyer.

## UNDER CONTRACT

A stage in the sale process where the seller has accepted an offer, but the sale has not yet been finalized.

## CLOSING

The final step in a real estate transaction where the buyer pays for the property and the seller transfers ownership.



One fact about selling a house is that the condition and appearance of the property can have a significant impact on its sale price and the amount of time it spends on the market. Homes that are well-maintained, clean, and staged tend to sell for more money and in a shorter amount of time than homes that are in poor condition or cluttered.



# HOME SELLING PROCESS

1

## FIND A REAL ESTATE AGENT

Look for a professional agent who knows your area well and has experience selling homes similar to yours.

2

## SET A PRICE

Work with your agent to set determine a price that's in line with the market value of your home.

3

## STAGE YOUR HOME

Clean and declutter your home to make it more appealing to potential buyers. You may also want to make minor repairs and consider hiring a professional stager to help you optimize your space.

4

## MARKET YOUR HOME

Your agent will also promote your home through advertising and networking.

5

## LIST YOUR HOME

Once your home is ready to go, your real estate agent will list it on multiple websites and market it to potential buyers in your area.

6

## SCHEDULE SHOWINGS

Keep your calendar open to accommodate potential buyers and make your home available for viewings. Be sure to keep it clean and presentable for each showing.

7

## REVIEW OFFERS

As offers come in, work with your agent to review them and negotiate terms that are favorable to you.

8

## SIGN A CONTRACT

Once you've accepted an offer, a legal contract is created between you and the buyer. At this point, the buyer will have a certain period of time to complete inspections and secure financing.

9

## FINALIZE DETAILS

As the closing date approaches, you'll need to prepare to move out and finalize any remaining paperwork. Your agent can guide you through this process and answer any questions you may have.

10

## CLOSE THE SALE

Congratulations! You've sold your home. On the closing date, the buyer will provide payment, and you'll transfer ownership of the property to them.

# 01

## FIND A REAL ESTATE AGENT

Choosing a real estate agent whom you trust and feel comfortable with can be as challenging as finding your dream home. Given the significant investment involved, it's crucial to work with an agent who is as committed to the sale as you are.

With our experienced team of agents, you can feel confident that you're in good hands.

### MY EXPERTISE

I possess industry knowledge that goes beyond what's available to the general public. This specialized knowledge can help you determine the ideal selling price and timing for your property, based on market trends and other factors.

### NEGOTIATING SKILLS

With my experience, training, and expertise, I can help you negotiate the best possible price for your home. As a real estate agent, I know how to navigate complex negotiations to ensure that you get the best value for your investment.

### PROFESSIONAL STANDARDS

I hold myself to the highest standards of professionalism. I undergo regular training and compliance checks to stay up-to-date on changes in legal and administrative procedures. This ensures that you receive reliable and accurate guidance throughout the sales process.

### CUSTOMER SERVICE

I believe that customer service is key. As your real estate agent I am committed to providing exceptional service and answering any questions or concerns you may have. I treat my clients with the same level of respect and care that I would want for myself and others

# 02

## SET A PRICE

### PRICING

Pricing your home correctly is a critical component of the home selling process. If you list your property too high, you risk deterring potential buyers and prolonging the selling process. Conversely, pricing too low could result in leaving money on the table and not maximizing your return on investment.

#### HOW I HELP YOU SET THE RIGHT LISTING PRICE

As your real estate agent, I utilize my expertise in the local real estate market to help you set a reasonable and competitive listing price.

I will conduct a comprehensive analysis of your property, taking into account factors such as location, condition, and market trends, to ensure that your home is priced appropriately.

With my guidance, you can feel confident that you are setting the optimal price to attract potential buyers and secure the best possible outcome for your sale.





# STAGE YOUR HOME



Home staging makes a property look its best, emphasizing its best features, creating warmth and comfort, and making it look inviting and spacious. Staged homes photograph better, stand out more in listings and showings, leading to quicker sales and potentially higher selling prices. It creates a more attractive environment for potential buyers, increasing the likelihood of a successful sale.



## HOME STAGING TIPS

- Style your home to allow potential buyers to envision themselves living there
- Declutter and depersonalize your home to create a neutral space
- Consider hiring a professional home staging company
- Invest in high-quality, professional photography for your listing
- Take the time to present your home in the best possible light to sell more quickly and for a higher price.

# HOW TO STAGE YOUR HOME

## DECLUTTER AND DEPERSONALIZE

Clear out any unnecessary items or personal belongings to make the space look larger and more appealing to potential buyers.

## CLEAN AND REPAIR

Clean your home thoroughly and fix any visible damages, such as chipped paint or broken fixtures, to make the space appear well-maintained.

## ENHANCE CURB APPEAL

First impressions are everything, so make sure the exterior of your home is tidy and inviting. Consider adding some potted plants, a fresh coat of paint, or new front door hardware.

## REARRANGE FURNITURE

Create a functional flow by rearranging furniture and removing any oversized pieces that make rooms look cluttered.

## USE NEUTRAL COLORS

Neutral colors create a blank canvas that allows buyers to envision themselves in the space. Consider painting walls or swapping out bold accessories for more muted tones.

## LET IN NATURAL LIGHT

Open curtains and blinds to let in as much natural light as possible. This will make rooms feel brighter and more spacious.

## STAGE EACH ROOM

Each room should have a clear purpose and be staged accordingly. For example, a spare bedroom can be staged as a home office or workout space.

## ADD FINISHING TOUCHES

Small details can make a big impact. Consider adding fresh flowers, a decorative throw pillow, or a scented candle to create a warm and welcoming atmosphere.



# MARKET YOUR HOME



Marketing your home is about highlighting its best features and making it stand out to potential buyers. By taking the time to create a compelling listing and using social media and other marketing tools, you can increase the chances of selling your home quickly and at a good price.

## MARKETING TIPS

- Highlight your home's best features: Make a list of the unique features and benefits of your home, and use them in the marketing materials.
- Write a compelling description: Your listing description should be engaging and descriptive. Use descriptive language and paint a picture of what it would be like to live in your home.



# LIST YOUR HOME

## CONGRATULATIONS ON LISTING YOUR HOME FOR SALE!

As your real estate agent, I will utilize my network to increase visibility and reach the appropriate audience.

Additionally, I can provide a front yard sign to inform passersby of your intention to sell.



### WHAT'S NEXT?

After listing your home for sale, prepare for showings, offers, negotiations, inspections, and closing. A clean and tidy home is crucial for showings.

Carefully review offers, negotiate with the buyer, prepare for inspections and sign paperwork for the closing process. Our real estate agent will assist throughout the process.

# SCHEDULE SHOWINGS

Potential buyers will want to see your home, so it's important to prepare for showings. Creating a positive and welcoming atmosphere is key to a successful home showing.

By taking the time to prepare your home and make it look its best, you can increase your chances of making a good impression and finding the right buyer for your home.

You should also be prepared to be flexible with your schedule to accommodate showings.



## FIRST IMPRESSIONS

The first impression is crucial. Make sure the exterior of your home looks inviting and well-maintained. This includes trimming the lawn, removing any clutter, and making sure the front door looks clean and welcoming.

## CLEANLINESS

A clean home is essential. Make sure your home is spotless, from the floors to the bathrooms. Clean up any clutter or personal items to make your home look more spacious.

## PETS

To ensure that potential buyers feel at ease during showings, it's a good idea to have your pets stay with a friend or family member, or take them for a walk during the showing. This will help create a welcoming environment and make it easier for buyers to focus on the features of your home.

# PREPARING YOUR HOME FOR SHOWINGS

## CHECKLIST

- Clean and declutter all rooms
- Vacuum carpets and mop hard floors
- Dust furniture and surfaces
- Make beds and fluff pillows
- Clean bathrooms and replace towels
- Make sure all light fixtures are working and replace any burnt-out bulbs
- Open curtains and blinds to let in natural light
- Set the thermostat to a comfortable temperature
- Remove any valuables or personal items
- Hide pet items and make arrangements for pets
- Put away any excess furniture or decor to create a more spacious feel
- Make sure the exterior of the house is clean and well-maintained







# REVIEW OFFERS

## OFFERS

Once potential buyers start showing interest in your home, you may start receiving offers. It's important to carefully review each offer and consider factors such as the buyer's financing, contingencies, and proposed closing date.

## NEGOTIATIONS

It's common for buyers to negotiate on price or other terms of the sale. I can help you navigate these negotiations and ensure that you're getting the best possible deal.

## INSPECTIONS

After accepting an offer, the buyer will typically schedule a home inspection. It's important to prepare for the inspection by ensuring that your home is in good condition and addressing any potential issues.

# SIGN A CONTRACT

## UNDER CONTRACT

Being "under contract" means that you have accepted an offer from a buyer and have entered into a legally binding agreement to sell your property. During this time, the buyer completes inspections and secures financing. You're responsible for maintaining the property and resolving any issues. Once all contingencies are met, you move to the closing phase and transfer ownership to the buyer.



# FINALIZE DETAILS



- During this step, the seller and buyer will work together to complete any remaining paperwork and ensure that all contingencies are met.
- This may include finalizing the purchase agreement, completing a final walk-through of the property, and making any necessary repairs or adjustments.
- It's important for both parties to communicate openly and work together to resolve any outstanding issues before moving on to the next step.

# 10

## CLOSE THE SALE

### CLOSING - THE FINAL STEP

- You'll work with myself and the buyer's agent to complete necessary paperwork and resolve any outstanding issues.
- This may include completing repairs or upgrades that were agreed upon during negotiations.
- Once everything is in order, you'll meet with the buyer to sign paperwork and transfer ownership of the property.
- The buyer will typically send a wire transfer for the purchase price to the title company and you'll receive payment for the sale at this time.





# CUSTOMER REVIEWS

## Alexandra R.

Leslie was incredibly helpful, patient and supportive! 10 out of 10! I love my new home

## Joann M.

Leslie was patient and fantastic throughout the process. Highly recommended for her expertise and dedication to selling our home. Her guidance was invaluable!

## Mike C.

We had an amazing experience working with this Leslie! She were patient, knowledgeable, and went above and beyond to help us find the perfect home. We couldn't have done it without her and highly recommend her services.

## Nicholas R.

Leslie has great attention to detail, really shows a deep level of care for her clients, and even her potential clients. She even remembered the names of my dogs!

# RESOURCES

## PLUMBING

St. Pete Plumbing Services  
[www.saintpeteplumbing.com](http://www.saintpeteplumbing.com)  
727-800-7667

## ELECTRICAL

Reece Duman  
727-831-7339

## ROOFING

Handyman Roofing  
<https://handymanroofing.com>  
727-205-6946

## HANDYMAN

Sunshine City Handy & Haul  
[Sunshinecityhaul@gmail.com](mailto:Sunshinecityhaul@gmail.com)  
727-509-1719 Danny

## LANDSCAPING

Aldo's Service  
[www.aldoservice.com](http://www.aldoservice.com)  
727-235-5288

## HAVC

Hudson Air  
Brian Hudson  
727-776-2916



## PROFESSIONAL MOVING

Savannah's Moving  
[savannahs-moving.business.site](http://savannahs-moving.business.site)  
727-455-1055

## HOME CLEANER

Molly Maid  
[www.mollymaid.com](http://www.mollymaid.com)  
727-361-8196

## HOME STAGING

Casa Ria  
[www.casariadesign.com](http://www.casariadesign.com)  
410-972-5303

## CARPET CLEANING

Magic Steamers of Tampa Bay  
[magicsteamerstb.com](http://magicsteamerstb.com)  
813-658-8845

## PAINTER

Five Star Painting  
[fivestarpainting.com](http://fivestarpainting.com)  
727-487-9806

## REAL ESTATE ATTORNEY

Berlin Patten Ebling  
<https://berlinpatten.com/>  
727-822-2505

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